

## MUNICIPAL FTTP FEASIBILITY TASK FORCE INTERVIEW SCORECARD

Interview Questions	Task Force Scores By Vendor		
	Magellen Advisors	Vantage Point	Uptown Services
<b>Market Research / Citizen Outreach - 15%</b>			
What level of involvement will the task force and city staff have in the market research			
How well has your firms market research reflected real world take rates			
In a high take rate market analysis what key performance indicators (KPI) drive a no go recommendation			
What are the 3 most important areas of research in a feasibility study			
<b>Fiber Network High Level Design - 25%</b>			
How well does your firms design recommendations model actual implementation design			
Do you have any metrics on supportability and failure rates in your designs			
What are the major factors that impact long term success or failure of a government owned network (GON)			
<b>Legal / Municipal Code Analysis - 10%</b>			
How impactful are local/state/federal regulations on the accuracy of your feasibility studies			
What laws/municipal codes/etc. have the greatest impact on fiber network installation streamlining			
<b>Business Plan / Financing Model - 30%</b>			
Will grant financing sources be included in the financing model			
Will the proposed business plan contain other service products (WIFI,...)			
What key performance indicators (KPI) drive the recommendation for full build or incremental build			
What is the confidence level in success of your proposed business plan ( 2, 4, 8, 10 years)			
In the past 5 years what percentage of your studies were yes recommendations			
<b>Future Casting &amp; Municipal Fiber - 20%</b>			
Do you see new technologies on the horizon that reduce the long term value of fiber infrastructure			
<b>Overall Vendor Score - 100%</b>			